



Advantech

wireless broadband culture

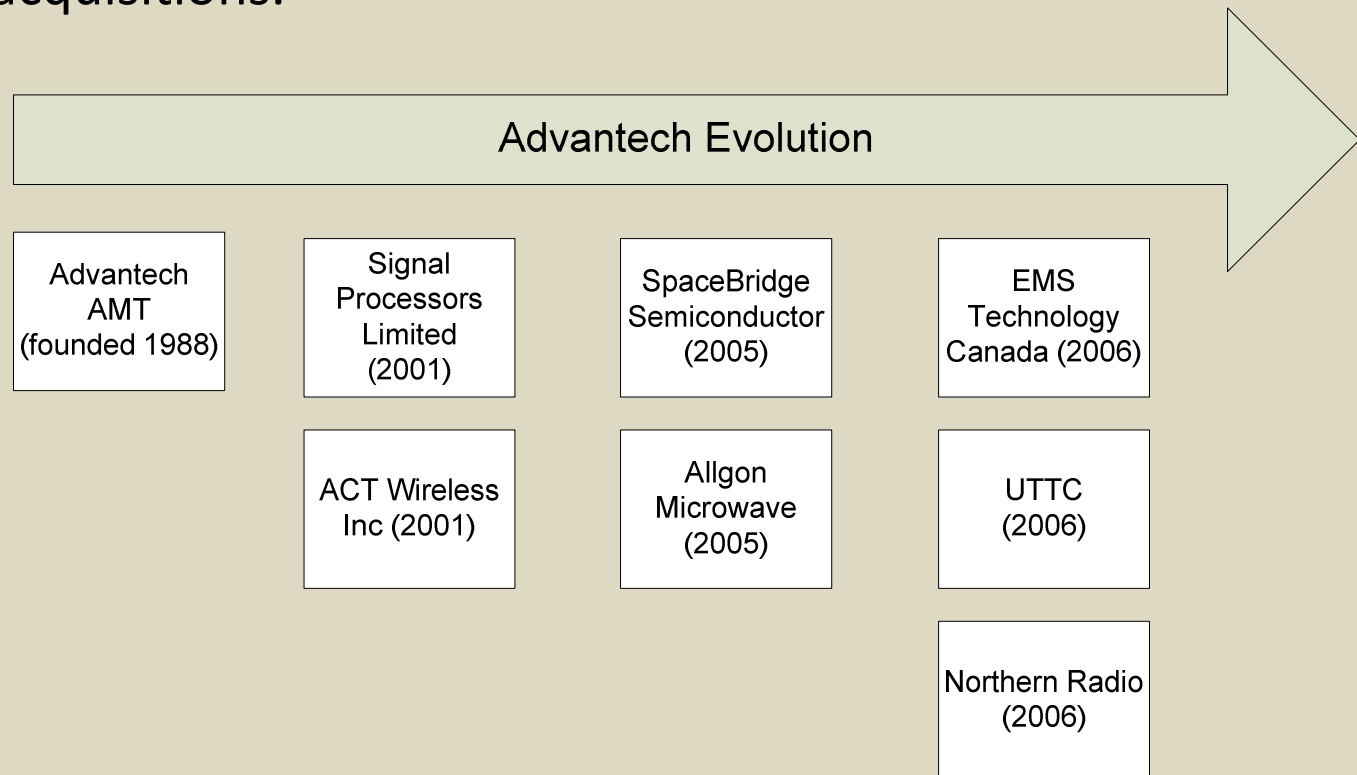
Introduction to Advantech

Mark Lambert



Advantech AMT growth

- Advantech is a world leading provider of wireless broadband communications
- Founded in 1988 by visionary David Gelerman, now Chairman and CEO.
- Growth fueled by organic and strategic complementary acquisitions.



Supported by a Global Presence

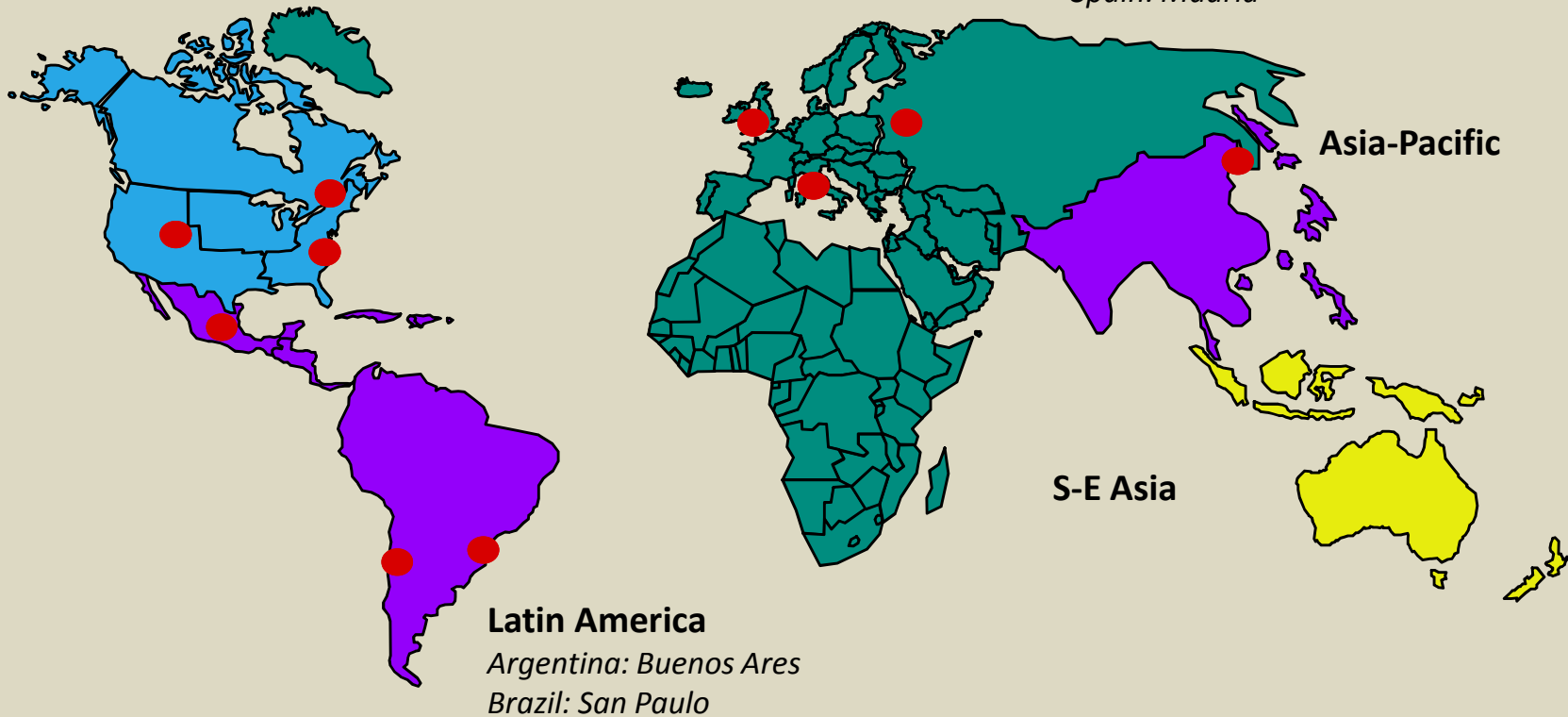
Corporate HQ
St. Laurent, Canada

North America

CDN: Dorval, Ottawa, St. Laurent, Cornwall
USA: Phoenix, Washington, Salt Lake City
Mexico: Mexico City

Europe, Africa & Middle East

UK: Southampton and St. Ives
Russia: Moscow
Italy: Milan
Spain: Madrid



Global presence for a global growing company

- Broadband IP Access Solution
 - Premier provider of DVB-RCS systems for private and service provider networks.
 - Radically scalable from dozens to thousands of remotes
 - Supporting key industries such as :
 - Oil and Gas
 - Commercial IP broadband service providers
 - IP based DSNG



- Hub solutions:
 - Micro-Hub (up to 100 users) to Max-Hub and redundant Max-hub
- Remote site solutions:
 - Prosumer terminals:
 - DVB-RCS SIT4120
 - Commercial terminals:
 - DVB-RCS/SCPC SIT5120/SIT5420
 - Premier terminals:
 - DVB-RCS-Mesh: SIT5220
 - Wide range of ODU combinations available to support varied deployment potentials.



- Global Independent Microwave solution supplier
 - Our focus is lowest cost of ownership.
 - Product portfolio supporting Ethernet, PDH and SDH/SONET radios for both ETSI and ANSI standards.
 - Leading industry in availability of IP&ACM technology and 1st to market with 512 QAM radios.
 - Simple, effective, robust and cost effective solutions for your microwave network.



Allgon microwave feature modularity, low/medium/high G703 and Ethernet capability making them ideal for mixed mode 2G/3G deployments

AMR Streamline

- 7 - 38 GHz
- 2 - 36 Mbps Ethernet
2 - 17xE1
E3 + E1
- Fully modular
- Layer 2 switch with QoS
- IP based management



AMR Transcend

- 7 - 38 GHz
- 8 - 100 Mbps Ethernet + Wayside
4xE1
- Adaptive Coding and Modulation (ACM)
- Layer 2 switch with QoS
- IP based management

NEW: 16 G703 interface board

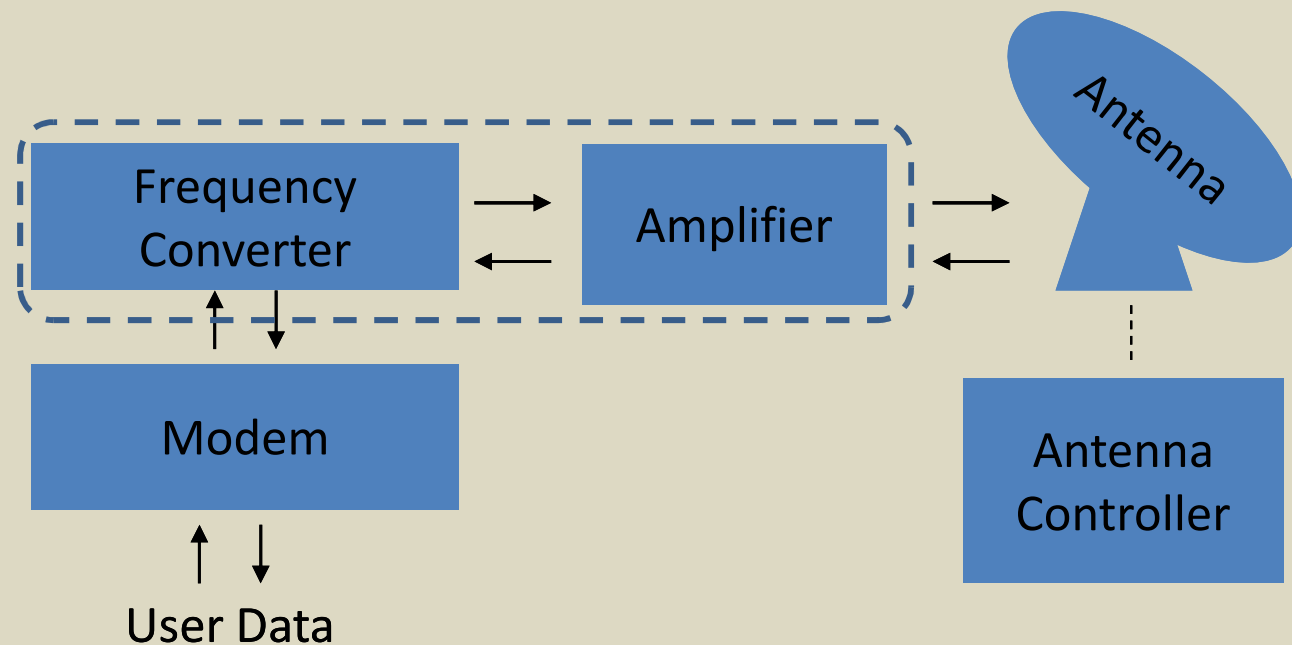


Satellite Equipment

- Advantech's Satellite Equipment Division is committed to maximizing efficiencies reducing costs of satellite communications.
- Committed to defining and delivering industry leading standards:
 - First to market advanced DVB-S2 and ACM/VCM
 - First to market MIL-STD-188-165A/B
 - First to market for advanced high power amplifiers
- Includes Advantech Manufacturing Services (AMS) provides a comprehensive range of electronic manufacturing services.



- Wide range of building blocks
 - Only company to provide full range of system blocks to deliver your traffic to/from the satellite.



- 20 years of cutting edge design:
 - providing standardized and customized SSPA/SSPB, and Frequency Converter solutions to the market.
 - Uniquely broad line of products with rich feature sets for C, Ku, X and Ka ... specializing in higher power in smaller packages (efficiency and greater reliability)
 - providing first to market modem solutions highlighting:
 - Complete DVB-SCPC (SpaceBridge) solution for enterprise IP connectivity.
 - Advanced military modems (MIL-STD-188-165A/B)
 - Advanced capable DVB-S2 modulator/demodulator for broadcast or content distribution industry (DSNG, DVB-T/H distribution)
 - Advanced Telecom solutions for high speed telco (E1/E3/OC3) and IP connectivity - ACM and 64QAM



- 20 years of cutting edge design:
 - providing satellite tracking expertise with orbit-modeling and monopulse tracking controllers for satellite operators.
 - Leveraging satellite tracking expertise into new auto-acquiring IPoint system at the heart of AMTs line of flyaway and driveway antennas.
 - On satellite in <3 mins
 - INTREPID flyaway antenna
 - 1.2m reflector for Ku and C
 - 1.0m reflector for Ka
 - Assembles without tools in <2minutes
 - ENTERPRISE and PIONEER driveway antennas
 - Simple vehicle mount
 - Low profile
 - Capacity for up to 125W Ku 1:1 redundant amplifiers, with optional L-band input, in the antenna base



Measurable Success

Our strategy has proven successful

- Customer testimonials often praise the direct match of our products to their needs
- Customers design large systems around our unique solutions
- We work with the most significant customers in the markets



What makes Advantech a great partner?

- Our extensive product range and experience makes Advantech AMT the first choice for your solution
- World class systems capability combined with innovative equipment design and manufacturing
- Leadership in open standard development and interoperable solutions
- Leveraging our technologies and implementation expertise from across business areas to achieve disruptive proposition
- In-house manufacturing and Quality Control